

#### Frozen Potatoes:

#### Total TEU/FEU:

The numerator represents the total number of 40-foot equivalent unit (FEU) shipped, by all carriers, during January, 2003. The denominator represents the total number of FEU shipped carriers, throughout the 2003 calendar year. Source: Port Import Export Reporting Service (PIERS), Journal of Commerce, January, 2003.

#### Market Share-January:

Each carrier's current market share is based on the number of containers shipped during January, 2003. Source: PIERS, January, 2003.

#### Market Share-CY 2003:

Each carrier's market share is based on the total number of containers shipped throughout the 2003 calendar year. Source: PIERS, 2003.

#### **Transit Time**

Each carrier's transit time is calculated on departure from Oakland, CA unless otherwise noted. Source: "The Pacific Shipper On-Line" and "The Shipping Guide on the Web."

#### **Ocean Rates**

Ocean rates are applicable for March 31, 2003. Rates are per 40-foot container. Rates are quoted in U.S. dollars and represent container-yard to container-yard shipments. Source: Identified through the E-Transport on-line rate tariff, PLUS Tariff retrieval systems, and individual shipping line websites.

#### Container Rate

Container rates for Frozen Potatoes are quoted on full, 19 KT 40-foot refrigerated containers unless otherwise noted.

#### **Definitions**

AI = All Inclusive

ARB = Arbitrary Charge

BAF(FAF) = Bunker Adjustment Factor is also known as fuel adjustment factor.

CAF = Currency Adjustment Charge

CFS = Container Freight Station - used to consolidate shipments.

Chassis = Chassis Surcharge

KT = 1.000 Kilograms (Metric Ton).

PC = Per Container

THC = Terminal Handling Charge, also known as Container Yard Charge (CY).

FEU = 40-foot Equivalent Unit (40-foot container).

Data was compiled and analyzed by Ron Hagen, Heidi Reichert, and April Taylor of the Transportation Services Branch, Transportation and Marketing, Agricultural Marketing Service, USDA. For questions, comments, or to be included on the distribution list, please call Hagen on (202) 690-1320, Reichert on (202) 690-2325, or Taylor on (202) 690-1326 or by fax on (202) 690-1498. The Bulletin is also available on the Internet at: www.ams.usda.gov/tmd/ocean.

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Seattle/Tacoma Ports To Bangkok, Thailand

Frozen Potatoes

Monthly Market Share For: January 2003

Month\Year  $50.0 \setminus 50.0$ 

10101111/1 Car 50.0 / 50.0													
Carrie	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	Container <b>R</b> ate
Maersk-SeaLand	76%	76%	25 Days	\$4,025	\$185	\$40							\$4,250
Hatsu Marine Ltd.	20%	20%											
Hyundai	4%	4%	20 Days	\$455 <sup>16</sup>	\$10 <sup>1</sup>	6						19 KT	\$8,835

Average Container Rate \$4,479

<sup>16</sup> Rate is calculated per KT not by container.

Seattle/Tacoma Ports To Busan, South Korea

Frozen Potatoes

Monthly Market Share For: January 2003

Month\Year 12.0 \ 12.0

Month\Year 12.0\12.0													
Carrie	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hanjin	64%	64%	13 Days	\$148 <sup>16</sup>	\$10 <sup>1</sup>	\$40						19 KT	\$3,042
POCL	36%	36%	11 Days	\$3,200	\$185	\$40							\$3,425

Average Container Rate \$3,179

<sup>16</sup> Rate is calculated per KT not by container.

Seattle/Tacoma Ports To Ho Chi Minh City, Vietnam

Frozen Potatoes

Monthly Market Share For: January 2003

Month\Year 2.0\2.0								Surcharg	ges:				
Carrie	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec A	ARB (	Cotton R.	Size	Container <b>R</b> ate
OOCL	100%	100%	21 Days	\$3,300	\$185	\$40			\$18	800			\$5,325

Average Container Rate \$5,325

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Seattle/Tacoma Ports To Hong Kong

Frozen Potatoes

Monthly Market Share For: January 2003

Month\Year 115.0 \ 115.0 \ Market Market Transit

Carrie	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Yang Ming	29%	29%	16 Days										
Maersk-SeaLand	24%	24%	15 Days	\$3,625	\$185	\$40							\$3,850
OOCL	12%	12%	13 Days	\$3,000	\$185	\$40							\$3,225
NYK Line	11%	11%	14 Days	\$232 <sup>16</sup>	\$10 <sup>1</sup>	6						20 KT	\$4,840
MOL	7%	7%	14 Days	\$2,950	\$185	\$40							\$3,175
Evergreen	6%	6%	18 Days	\$2,700	\$185	\$40							\$2,925
COSCO	3%	3%	16 Days	\$120 <sup>16</sup>	\$10 <sup>1</sup>	6						24.5 KT	\$3,191
Hatsu Marine Ltd.	3%	3%											
Hyundai	3%	3%	14 Days	\$3,876	\$185								\$4,061

Average Container Rate \$3,726

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<sup>16</sup> Rate is calculated per KT not by container.

Seattle/Tacoma Ports To Jakarta, Indonesia

Frozen Potatoes

Monthly Market Share For: January 2003

Month\Year 25.0 \ 25.0

Carrie	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
OOCL	68%	68%	22 Days	\$3,300	\$185	\$40							\$3,525
NYK Line	8%	8%	24 Days	\$289 <sup>16</sup>	\$10 <sup>1</sup>	6						18 KT	\$5,382
Hyundai	8%	8%	29 Days	\$455 <sup>16</sup>	\$10 <sup>1</sup>	6						19 KT	\$8,835
Hatsu Marine Ltd.	8%	8%											
Evergreen	8%	8%	27 Days 5	\$3,100	\$185	\$40							\$3,325

Average Container Rate \$4,131

<sup>16</sup> Rate is calculated per KT not by container.

<sup>5</sup> Transit time is based on departure from Los Angeles, CA.

Evergreen

Norasia

Seattle/Tacoma Ports To Keelung, Taiwan

5%

5%

5%

5%

Frozen Potatoes

Monthly Market Share For: January 2003

17 Days

\$2,700

Month\Year 42.0 \ 42.0 Surcharges: Market Market **Transit** Time Carrie Share Share Ocean Rate BAF CHASSIS CAF **THC** CFS Rec ARB Cotton R. Size **ContainerRate** OOCL \$3,000 \$185 \$3,225 14 Days 53% 53% \$40 Hatsu Marine Ltd. 38% 38%

\$40

\$185

Average Container Rate \$3,199

\$2,925

Seattle/Tacoma Ports To Manila, Philippines

Frozen Potatoes

Monthly Market Share For: January 2003

Month\Year 74.0 \ 74.0

Carrie	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Hatsu Marine Ltd.	59%	59%											
APL	27%	27%	14 Days	\$3,050	\$185	\$40							\$3,275
Evergreen	8%	8%	20 Days										
Maersk-SeaLand	3%	3%	16 Days	\$4,025	\$185	\$40							\$4,250
Hanjin	3%	3%	21 Days	\$197 <sup>16</sup>	\$10 <sup>16</sup>	6						19 KT	\$3,933

Average Container Rate \$3,422

<sup>16</sup> Rate is calculated per KT not by container.

Seattle/Tacoma Ports To PT Kelang, Malaysia

Frozen Potatoes

Monthly Market Share For: January 2003

Month\Year  $70.0 \setminus 70.0$ Surcharges: Market Market **Transit** Carrie Share Share Time Ocean Rate BAF CHASSIS CAF **THC** CFS Rec ARB Cotton R. Size Container Rate \$168 <sup>16</sup> \$10 <sup>16</sup> \$3,422 21 Days \$40 19 KT Hanjin 25% 25% \$4,025 \$185 \$40 \$4,250 Maersk-SeaLand 23% 23% Hatsu Marine Ltd. 23% 23%

25 Days 5 \$3,100 \$185 \$3,325 Evergreen 20% 20% \$40 MOL 24 Days \$3,600 \$185 \$40 \$3,825 6% 6% \$40 OOCL 3% 20 Days \$3,300 \$185 \$3,525 3%

Average Container Rate \$3,680

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<sup>16</sup> Rate is calculated per KT not by container.

<sup>5</sup> Transit time is based on departure from Los Angeles, CA.

Seattle/Tacoma Ports To Shanghai, China

Frozen Potatoes

Monthly Market Share For: January 2003

Month\Year 34.0 \ 34.0

Carrie	Market Share	Market Share	Transit Time	Ocean Rate	BAF	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
COSCO	70%	70%	12 Days	\$4,800	\$185								\$4,985
OOCL	18%	18%	23 Days										
P&O Nedlloyd	7%	7%	12 Days										
APL	6%	6%	15 Days	\$180 <sup>16</sup>	\$10 <sup>16</sup>	\$40						19 KT	\$3,650

Average Container Rate \$4,882

<sup>16</sup> Rate is calculated per KT not by container.

Seattle/Tacoma Ports To Singapore

Frozen Potatoes

Monthly Market Share For: January 2003

Month\Year 31.0 \ 31.0

Carrie	Market Share	Market Share	Transit Time	Ocean Rate	<b>BAF</b>	CHASSIS	CAF	ТНС	CFS Rec	ARB	Cotton R.	Size	ContainerRate
Yang Ming	25%	25%	12 Days										
Hanjin	20%	20%	12 Days	\$145 <sup>16</sup>	\$10 <sup>1</sup>	\$40						19 KT	\$2,985
Hatsu Marine Ltd.	20%	20%											
Evergreen	18%	18%	20 Days 5										
OOCL	7%	7%	23 Days	\$3,300	\$185	\$40							\$3,525
NYK Line	6%	6%	13 Days	\$256 <sup>16</sup>	\$10 <sup>1</sup>	6						20 KT	\$5,320
Hyundai	4%	4%	16 Days	\$445 <sup>16</sup>	\$10 <sup>1</sup>	6						19 KT	\$8,645

Average Container Rate \$4,065

<sup>16</sup> Rate is calculated per KT not by container.

<sup>5</sup> Transit time is based on departure from Los Angeles, CA.

Month\Year 350.0 \ 350.0

APL

MOL

Hyundai

Hapag-Lloyd

Yang Ming

P&O Nedlloyd

Seattle/Tacoma Ports To Tokyo, Japan

Frozen Potatoes

Monthly Market Share For: January 2003

8 Days

9 Days

13 Days

11 Days

10 Days

11 Days

\$160 16

\$150 16

\$5,100

\$3,600

\$2,900

Surcharges: Market Market **Transit** Carrie Share Share Time Ocean Rate BAF CHASSIS CAF **THC** CFS Rec ARB Cotton R. Size Container Rate COSCO \$3,735 41% 41% 10 Days \$3,550 \$185 \$2,800 \$3,025 Evergreen 14% 14% 14 Days \$185 \$40 \$147 <sup>16</sup> \$10 <sup>16</sup> \$34 16 10 Days \$40 40% \$4,786 11% 11% 19 KT Hanjin NYK Line \$241 16 \$10 <sup>16</sup> 11% 11% 11 Days 40% 20 KT \$6,948 Hatsu Marine Ltd. 9% 9%

\$40

\$40

\$40

\$40

40%

40%

40%

\$34

\$10 <sup>16</sup>

\$10 16

\$185

\$185

\$185

Average Container Rate \$4,414

19 KT

19 KT

\$4,486

\$7,325

\$4,866

\$3,825

\$3.125

6%

5%

1%

1%

1%

0%

6%

5%

1%

1%

1%

0%

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<sup>16</sup> Rate is calculated per KT not by container.